



# Fiscal Year 2022

Report to the General Assembly  
July 1, 2021 - September 30, 2021



Missouri Department of  
Economic Development



The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, Statewide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both "statutory" and "discretionary" components to the program (see: **Missouri Works Summary**).

Missouri Works is a "performance-based" incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company's benefit period. In addition, each company that participates in the program must execute an agreement with the Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo., DED is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized** and **Missouri Works Report for Legislators Total Closed**); and
5. The Department's response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**).

# Missouri Works Summary

July 1, 2021 - September 30, 2021

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
<b>ZONE WORKS</b>	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
<b>RURAL WORKS</b>	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	None	Project facility must be located in a "rural" county, which would not include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
<b>STATEWIDE WORKS</b>	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>MEGA 120 WORKS</b>	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>MEGA 140 WORKS</b>	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>RETENTION WORKS</b>	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at risk for relocation out of state.
<b>DEAL CLOSING FUND</b>	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
<b>RETENTION WORKS-AUTO MANUFACTURING (DISCRETIONARY)</b>	N/A	\$500,000,000 within 3 years of NOI Approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
<b>QUALIFIED MILITARY PROJECTS</b>	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the US Department of Defense.

# Missouri Works Report for Legislators Total Authorized From 7/01/2021 To 9/30/2021

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
<b>Missouri Works - Mega 120 Works</b>									
DELI STAR CORPORATION	Approved	Statutory		\$4,760,080.00	\$0.00	475	\$99,041,718.00		
Total Mega 120 Works				\$4,760,080.00	\$0.00	475	\$99,041,718.00		
<b>Missouri Works - Mega 140 Works</b>									
PATHEON BIOLOGICS LLC FKA GALLUS BIOPHARMACEUTICALS, LLC	Approved	Statutory		\$2,645,490.00	\$2,541,746.00	169	\$68,575,000.00		
POLLEN, INC.	Approved	Statutory		\$2,807,495.00	\$2,130,310.00	120	\$960,000.00		
Total Mega 140 Works				\$5,452,985.00	\$4,672,056.00	289	\$69,535,000.00		
<b>Missouri Works - Rural Works</b>									
LOWE BOATS (BRUNSWICK CORPORATION)	Approved	Statutory		\$0.00	\$390,917.00	53	\$1,500,000.00		
Total Rural Works				\$0.00	\$390,917.00	53	\$1,500,000.00		
<b>Missouri Works - Statewide Works</b>									
A. ZEREGA'S SONS, INC.	Approved	Statutory		\$0.00	\$36,210.00	24	\$6,000,000.00		
AVIATION TECHNICAL SERVICES, INC.	Approved	Statutory		\$0.00	\$725,146.00	107	\$8,000,000.00		
BENSON HILL, INC. FKA BENSON HILL BIOSYSTEMS, INC.	Approved	Statutory		\$0.00	\$551,102.00	35	\$6,100,000.00		
CLARIOS, LLC	Approved	Statutory		\$0.00	\$1,598,840.00	114	\$45,000,000.00		
GABE'S OIL, INC.	Approved	Statutory		\$0.00	\$261,804.00	30	\$3,550,000.00		
KAK INDUSTRY, LLC	Approved	Statutory		\$0.00	\$203,438.00	30	\$9,085,131.00		
KAWASAKI MOTORS MANUFACTURING CORP. USA	Approved	Statutory		\$0.00	\$2,060,814.00	278	\$6,600,000.00		
OSTARA USA, LLC	Approved	Discretionary		\$134,826.00	\$482,677.00	40	\$17,800,000.00	8.63	\$498.76
SPOTLIGHT, LLC	Approved	Statutory		\$0.00	\$789,783.00	75	\$6,000,000.00		
Total Statewide Works				\$134,826.00	\$6,709,814.00	733	\$108,135,131.00		\$498.76
<b>Missouri Works - Zone Works</b>									
CRUX KC, LLC		Statutory		\$0.00	\$113,818.00	25	\$1,000,000.00		
GFFG, LLC		Statutory		\$0.00	\$372,991.00	60	\$100,000.00		

# Missouri Works Report for Legislators Total Authorized From 7/01/2021 To 9/30/2021

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
MAZCON, A KURTZ BROS. COMPANY, LLC	Approved	Statutory		\$0.00	\$72,977.00	16	\$2,000,000.00		
SCHREIBER FOODS-MOUNT VERNON	Approved	Statutory		\$0.00	\$436,916.00	78	\$29,000,000.00		
SERVICE MANAGEMENT GROUP, LLC	Approved	Statutory		\$0.00	\$2,532,500.00	210	\$100,000.00		
TRIA HEALTH, LLC	Approved	Statutory		\$0.00	\$1,566,058.00	193	\$16,349,640.00		
WUGEN, INC.	Approved	Statutory		\$0.00	\$511,238.00	40	\$3,940,000.00		
Total Zone Works				\$0.00	\$5,606,498.00	622	\$52,489,640.00		
Total Ending 07/01/2021 - 09/30/2021				\$10,347,891.00	\$17,379,285.00	2,172	\$330,701,489.00		\$498.76

# Missouri Works Report for Legislators

Total Closed from 7/01/2021 to 9/30/2021

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs (Projected)	Retained Jobs (Actual)	Total Benefits Authorized (Projected)	Total Benefits Issued (Actual)	New Jobs (Projected)	New Jobs (Actual)	Projected Investment	Actual Investment	Net General Revenue Benefit Ratio (Projected)	Value-Added/GSP in \$ (Projected)	Net General Revenue Benefit Ratio (Actual)	Value-Added GSP in \$ (Actual)
<b>Missouri Works - Statewide Works</b>														
Total Statewide Works					\$0	\$0			\$0	\$0				
<b>Missouri Works - Zone Works</b>														
Total Zone Works					\$0	\$0			\$0	\$0				
<b>Total Ending 07/01/2021 - 09/30/2021</b>					\$0	\$0			\$0	\$0				

# Proposal Assignment Tracking

(July 1, 2021 – September 30, 2021)

Project ID <sup>1</sup>	# of Business Days from PIR <sup>2</sup> to RFP <sup>3</sup>	# of Business Days from RFP to Proposal <sup>4</sup>	# of Business Days from PIR to Response <sup>5</sup>
2106003	16	5	3
2106010	9	5	9
2106011	3	2	0
2107003	8	9	3
2107004	2	8	0
2107005	4	17	3
2107006	9	3	1
2107006	9	3	1
2107008	2	6	0
2107009	2	5	1
2108001	3	8	0
2108002	3	4	1
2108003	11	9	2
2108006	5	5	1
2108011	0	7	0
2108012	3	4	0
2108014	10	3	10
2109001	4	14	3
2109004	14	13	1
2109005	10	6	4
2109008	11	11	5
2109014	2	11	1
2109019	3	13	1
<b>Average Response Time in Days</b>			<b>2.17</b>

1. Duplicate Project ID #'s indicate multiple requested proposals.
2. PIR = Date Completed Project Information Request is submitted to DED.
3. RFP = Date Request for Proposal is submitted to Finance.
4. Proposal = Date Proposal is completed and sent to Company
5. Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.